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To: <avb@cisco.com>  
Cc: Deepak Moorjani <deepak@upstartcap.com>  
Date: Friday, December 14, 2001 11:56 AM  
Subject: Volti/VocaLoca update

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Hi Andy:

I had pinged you earlier this year based on an introduction by Deepak Moorjani of Upstart Capital. I wanted to update you on progress at our end including a good meeting with Cisco-IT folks (Dave Evans, Brad Bell, and others).

We are rebranding our company as Volti to address the eCollaboration CPE space with a softswitch system. This system (perhaps in synergy with Cisco's Collaboration Server) could replace the need for a hosted service such as Webex or Placeware but more importantly provides orthogonal value in conjunction with today's established collaboration solutions such as the above and NetMeeting, Lotus/Sametime, etc.

The value is one of content persistence, streaming, indexing and reuse. Volti makes transient meetings and presentations into media repositories - leveraging the customer's SAN investment. Add to this our architectural integration of converged voice and you find a real value add for customers in this post 9/11 economy where eCollaboration seems to be here to stay. The bottom line to the customer is cost savings AND revenue enhancement due to content reuse and increased reach.

I would love to explain our plan to you in more detail and get your comments.

Regards

Jaggi

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